

HAWORTH, INC.

GENERAL SERVICES ADMINISTRATION FEDERAL ACQUISITION SERVICES

Schedule Title - MAS Federal Supply Schedule

Solicitation No. 47QSMD20R0001

Title: Furniture and Furnishings Category - Code: C and Miscellaneous – Code: G

C06. Office Furniture Subcategory – SIN 33721 Office Furniture

C07. Packaged Furniture Subcategory – SIN 33721P Packaged Office

C03. Healthcare Furniture - SIN 339113H Healthcare Furniture

C05. Miscellaneous Furniture Subcategory – SIN 532289 Furniture Rental & Leasing

G. Miscellaneous - SIN NEW - Introduction of New Supplies and Services

(FSC Group 71, FSC Classes 7105, 7110, 7125 and 7195)

STANDARD INDUSTRY GROUP (NAICS): 337214 & 337211, SERVICE CODE: 7110

Contract Number: GS-03F-057DA

Contract Start Date: February 8, 2016

Contract End Date: February 7, 2026

Contractor: HAWORTH, INC.
One Haworth Center
Holland, MI 49423-9576
1-616-393-3000
<http://www.haworth.com/government>

Business Size: Large

INFORMATION FOR ORDERING ACTIVITIES

1a. Table of Awarded Special Item Numbers:

SIN Reference

33721P Packaged Offices

33721 Office Furniture - Furniture Systems and Workstation Clusters
Worksurfaces, Workstations, Computer Furniture and
Accessories
Filing and Storage Cabinets, Shelves, Mobile Carts, Dollies,
Racks, and Accessories
Executive Office Furniture
Executive Conference Room Furniture, Coordinated Tables,
Case Pieces, and Accessories
Executive Furniture Single Item Accent and Specialty Pieces
Tables and Accessories
Upholstered Seating
Multiple Seating
Multipurpose Seating
Stacking Chairs and Dollies or Trucks Designed to Support
Stacking Chairs

Reconfiguration and Relocation Services

Design/Layout Services

Office Furniture Installation Services

Leased Office Furniture Systems

NEW Introduction of New Office Furniture Services/Products

339113H Hospital Patient Room Furniture

339113H Hospital and Geriatric Chairs

532289 Furniture Rental and Leasing

1b. Lowest Price Model by SIN:

33721 TA01-0214 3.27

NEW 114-2194 1.50

339113H HE300-BDD-L 375.38

2. Maximum Order:

SIN 33721 -- \$250,000 [net product price]

SIN 33721P -- \$5,000,000 [net product price]

SIN 339113H - \$500,000 [net product price]

SIN NEW - \$250,000 [net price]

3. Minimum Order: \$100 [net product price]

4. Geographic Coverage: Continental United States.

5. **Point of Production:** Holland, Big Rapids, Ludington, Michigan; Bruce, Mississippi; High Point, Conover, North Carolina USA.

6. **Discount from List Prices:** For single delivery orders, the discounts shown below [pgs. 5-6] from the list prices will apply.

7. **Quantity Discounts:** Various. See pages 5-6 below.

8. **Prompt Payment Terms:** None. Payment terms are Net 30 days from invoice date.

9. Government Credit Card

- Government credit card purchases are accepted at or below the micro-purchase threshold.
- Government Credit Card purchases are accepted above the micro-purchase threshold.

10. Foreign Items: None

11. Time of Delivery:

- 90 days or sooner after receipt of order [ARO].
- Expedited delivery: HAWORTH's RUSH lead time program is 14 calendar days maximum. The program is designed to respond quickly to immediate, small requirements. Limited product offering is available on RUSH. Items available for expedited delivery are noted in the price list. The availability of fabrics, finishes, and colors will vary according to the product and lead time program selected. All other terms and conditions remain the same.
- Overnight & Two-Day Delivery: None
- Urgent Requirements: None

12. F.O.B. Point: Destination CONUS [Continental U.S].

13. Ordering Address:

HAWORTH, INC. c/o Dealer

One Haworth Center

Holland, MI 49423

Attn: GSA Orders

Fax: (616) 396-9148

HAWORTH, INC. c/o Dealer

Dealer Address

14. Payment Address:

HAWORTH, INC. c/o Dealer

P.O. Box 93237

Chicago, IL 60673-3237

15. Warranty Provisions: Haworth's standard commercial warranty.

16. Export Packaging Charges: Quoted on a project-by-project basis.

17. **Government Credit Card Acceptance:** Government credit card purchases will be accepted. No additional discount is offered for orders using the credit card.

18. **Rental, Maintenance, and Repair:** Rental of furniture is available under this contract. Contact your nearest HAWORTH showroom or dealer for information. Maintenance and repair are not on contract.

19. **Installation:** Installation percentage rate range starting at 15% with a not to exceed 30% of the net product price, per project inclusive of Industrial Funding Fee. Any increase in installation over 30% due to extraordinary circumstances would be reviewed and approved by the GSA Contracting Officer. The minimum charge of \$175.00 per order applies. These terms would apply to CONUS orders only, and these terms do not cover travel time or inside delivery. Services include installation and reconfiguration of office furniture

19. Repair Parts: Not on contract.

20a. **Other Services:** Project Management, Design, Reconfiguration services Reconfiguration Services up to \$250,000 will be charged a rate per Attachment A below. Contact your nearest HAWORTH Showroom or Dealer for other information.

20. **Service and Distribution Points:** Primary distribution facilities are located in Holland, Michigan. HAWORTH sales offices, regional distribution points, and servicing dealers are strategically located across the United States. Names and addresses of servicing dealers are available on request. Contact your nearest HAWORTH Showroom for further information.

21. **Participating Dealers:** An extensive network of HAWORTH dealers is available for assistance; however, dealers may not accept orders or payments in their names. Access Haworth web site for current list of participating dealers: <http://www.haworth.com/where-to-buy/showrooms-dealers>. Contact your nearest HAWORTH Showroom for further information.

22. Preventive Maintenance: Not on contract.

24. CIF: U.S.A. - Non-contiguous (Alaska, Hawaii and Puerto Rico): All deliveries will be CIF (U.C.C./2-320) (Cost of Goods, Insurance and Freight). CIF discounting commercially is 4.5 discount points less than offered Contiguous US discount. GSA CIF will also be 4.5 discounts points or less. Haworth dealers can choose the Haworth offered CIF, or they can accept the domestic discount and arrange the CIF on their own.

25. Environmental Attributes: HAWORTH complies with the ISO 14001 Environmental Management System (EMS) through continuous commitment to its corporate environmental policy, goals, and programs. HAWORTH is a partner in the EPA Green Lights Program.

26. DUNS Number: 07-259-5457

27. HAWORTH is a **System for Award Management [SAM]** registered supplier. Expiration Date: 09/19/2020.

INFORMATION FOR ORDERING ACTIVITIES

Haworth, Inc. Miscellaneous Information

Who May Purchase From This Federal Supply Schedule Price List

Authorized Users under Federal Supply Schedule MAS, Refer to following link: [Eligibility to Use GSA Sources of Supply and Services.](#)

Leased System Furniture: SIN 532289.

Dollar Range at List	3 Year Lease Rate APR	Monthly Rate Factor	5 Year Lease Rate (APR)	Monthly Rate Factor
\$1 - \$400,000	12.08%	.03325	14.68%	.02363
\$400,001 - \$865,000	8.31%	.03148	11.90%	.02220
\$865,001 - \$2,000,000	7.33%	.03103	11.18%	.02183
End of Lease Purchase Price (as a % of equipment cost)		36 Months - 12% 60 Months - 10%		

The above APRs apply to leases at or under \$500,000 net. For leases over \$500,000 net, APRs can be requested.

Residual values are set as follows and are not subject to change, regardless of the dollar value of the order.

3 years - 12%

5 years - 10%

Design/Layout Services: Rates for these services up to

\$150,000 are as follows: Furniture is \$50.50/hour. Walls is \$85/hour.

Contact your nearest HAWORTH Division Office/Showroom for further information.

Pricing Policies

Services: List prices apply to products only.

Shipping and Delivery

HAWORTH reserves the right to ship products covered by a single order in more than one shipment.

For U.S. Continental Shipments: All deliveries will be F.O.B. Destination. HAWORTH has the right to determine the carrier, method of shipment, and routing. Extra expense resulting from customer request for special carrier, shipping method, and/or routing will be billed to the customer.

For optional customers located OCONUS [Outside Continental U.S.]

U.S. INCOTERM-CIF (Cost of Goods, Insurance and Freight). International locations may purchase from this contract. If International delivery is provided by supplier, CIF discounts shall apply to the order. HAWORTH'S U.S.A. Price List Catalogs include ocean freight and insurance to the port of destination in the receiving country. HAWORTH has the right to determine the carrier, method of shipment and routing.

HAWORTH will contract with the insurer and provide minimal insurance coverage (CIF @ 110%) made payable to the buyer. Buyer is responsible to obtain greater insurance if so desired. Proof of delivery is a free on board bill of lading.

Buyer will be responsible for all customs clearance and on-carriage from the receiving port in the destination country to the final destination.

Mexico. INCOTERM-DAP (Delivered at Place).

HAWORTH'S U.S.A. Price List Catalogs include freight charges for normal surface transportation to a United States point of exportation within the 48 contiguous states. HAWORTH has the right to determine the carrier, method of shipment and routing.

Buyer will be responsible for all on-carriage and customs clearance from the point of exportation to the final destination. Buyer assumes risk of loss when goods are delivered to a United States point of exportation.

Note: Under all shipping terms, extra expense resulting from buyer's request for expedited transportation, special carrier, packaging, shipping method and/or routing will be billed to buyer.

Return Material Authorization

If the return is the fault of the government, the customer must request a return authorization through the HAWORTH Customer Service Department to return unused product. If HAWORTH agrees to repurchase the product, the customer must return it freight prepaid to HAWORTH, F.O.B. the original shipping point. The customer must also pay HAWORTH a handling charge equal to a maximum of 25 percent of the invoice product price.

Use and Installation of Products

HAWORTH recommends that its products be installed by certified installers according to HAWORTH's written installation procedures. The customer agrees to use HAWORTH products properly; not to remove or alter safety devices, warnings, or operating instructions placed on products by HAWORTH; and to instruct employees as to the proper care and use of the products according to printed instructions.

Order Placement, Order Changes, and Cancellations

All orders (including RUSH and RUSH Wood), order changes, and cancellations MUST BE SUBMITTED TO HAWORTH IN WRITING BY THE ORDERING ACTIVITY. NO CANCELLATION CHARGE WILL APPLY PRIOR TO PRODUCTION. NO VERBAL ORDERS OR CHANGES WILL BE ALLOWED.

Ordering activities must submit complete and accurate delivery orders. THE TIME OF DELIVERY PERIOD AS SPECIFIED HEREIN BEGINS ON THE DATE OF RECEIPT OF A COMPLETE AND ACCURATE DELIVERY ORDER.

Purchase Order Information

To ensure orders are processed accurately and within requested time frames, delivery orders must contain complete and accurate information as follows.

Contract Number -	GS-03F-057DA. This is required for ALL purchases made using this Federal Supply Schedule contract regardless of the dollar value of the purchase order.
Date -	The order date and the award date must be on or before the expiration date of this contract.
Seller -	HAWORTH, Inc. must be listed as the seller. Orders may be submitted "in care of" an authorized HAWORTH dealer with HAWORTH's address. Example: HAWORTH, Inc. c/o (Dealer Name) Dealer Address
Shipping Address -	Provide complete addressing and delivery information.
Invoicing Address -	Provide complete addressing information and number of copies required.
Terms -	Net 30 days.
Product -	Provide correct and complete product specifications including fabrics, finishes and colors as required. Products available in this contract will vary according to the lead time program (Normal, RUSH) selected. The availability of fabrics, finishes, colors will vary according to the product and lead time program selected.
Remittance Address-	HAWORTH, Inc. P.O. Box 93237 Chicago, IL 60673-3237
Pricing -	Provide the correct extended dollar totals. Discounts vary according to the lead time program selected and the size of the order. Ensure that the pricing and discounts used correspond to the lead time program selected.
Signature -	An authorized agency signature is required.

Price Books: The list price catalogs for Haworth products are available through the link below:

<http://www.haworth.com/resources/product-info/price-lists>

Contact your authorized HAWORTH dealer for additional information.

Product	Lead Time	Dollar Range at List	Dollar Range at Net	GSA Discount
SIN 33721				
Unigroup Systems [AA], Unigroup Too [AC], Compose [BC], Adaptable Components [CA]	Normal	\$1-\$2,062,706	\$1-\$498,762	75.556%
	Rush	\$1-\$282,885	\$1-\$100,000	64.74%
SIN 33721				
Places [BA/DA]	Normal	\$1-\$953,834	\$1-\$250,000	75.00%
		\$953,835-\$2,062,706	\$250,001-\$498,762	75.82%
	Rush	\$1-\$282,885	\$1-\$100,000	64.74%
SIN 33721				
Premise [FA], If [IF]	Normal	\$1-\$753,516	\$1-\$498,759	75.556%
	Rush	\$1-\$164,834	\$1-\$70,500	57.35%
SIN 33721				
Planes Tables [TA0/TA1]	Normal	\$1-\$399,893	\$1-\$150,000	66.00%
	Rush	\$1-\$231,588	\$1-\$100,000	56.93%
SIN 33721				
Cultivate, Immerse, Pop Up Tables [CL]	Normal	\$1-\$63,939	\$1-\$25,000	60.90%
		\$63,940-\$130,548	\$25,001-\$50,000	61.70%
		\$130,549-\$399,893	\$50,001-\$150,000	62.49%
	Rush	\$1-\$231,588	\$1-\$100,000	56.93%
SIN 33721				
Jump Stuff, Ergo Work tools, Belong, Belong Screens [YA0, YA1]	Normal	\$1-\$500,000	\$1-\$266,850	50%
	Rush	\$1-\$100,000	\$1-\$60,000	40%
SIN 33721				
950 Series Storage [MA]	Normal	\$1-\$1,550,388	\$1-\$500,000	67.75%
	Rush	\$1-\$148,515	\$1-\$60,000	59.70%
SIN 33721				
X-Series Case goods, Desks, Towers and lockers [FM0, FM1, FM2]	Normal	\$1-\$1,453,488	\$1-\$500,000	70.70%
	Rush	\$1-\$440,072	\$1-\$170,000	61.47%
SIN 33721				
X-Series Peds [FP]	Normal	\$1-\$1,453,488	\$1-\$500,000	71.70%

	Rush	\$1-\$440,072	\$1-\$170,000	61.47%
V Series [VS], Beside [BD]	Normal	\$1-1,453,488	\$1-\$500,000	65.60%
	Rush	\$1-\$440,072	\$1-\$170,000	61.47%
A Series [AT], Maari [MR]	Normal	\$1-\$1,190,477	\$1,\$500,000	58.00%
Hello, ToDo, Composites, Forenze, Galerie, Prescott, Tally, Tuxedo, Openest, Riverbend, Pebble, Poppy, Pip [QA0, QA1], Reside Desk [PT]	Normal	\$1-\$179,856	\$1-\$80,000	55.20%
		\$179,857-\$688,547	\$80,001-\$300,000	56.43%
	Rush	\$1-\$180,018	\$1-\$100,000	44.59%
Intuity [IN]	Normal	\$1-\$1,304,460	\$1-\$500,000	61.67%
Candor, Lively [SA]	Normal	\$1-\$492,611	\$1-\$200,000	60.00%
Masters [RA]	Normal	\$1-\$688,547	\$1-\$300,000	58.22%
	Rush	\$1-\$180,018	\$1-\$100,000	44.59%
Monaco [IA]	Normal	\$1-\$144,676	\$1-\$50,000	65.44%
		\$144,677-\$596,659	\$50,001-\$200,000	66.48%
	Rush	\$1-\$257,201	\$1-\$100,000	61.22%
Improv [JA], Look [S10]	Normal	\$1-\$100,000	\$1-\$34,500	65.50%
	Rush	\$1-\$238,549	\$1-\$93,034	61.00%
Zody	Normal	\$1-\$100,000	\$1-\$42,500	60.558%
		\$100,001-\$171,053	\$42,501-\$65,000	62.00%
	Rush	\$1-\$100,000	\$1-\$46,000	54.00%
Very Seating [VY], Very Task [VT]	Normal	\$1-\$100,000	\$1-\$42,500	57.50%
		\$100,001-\$171,053	\$42,501-\$65,000	62.00%
X99 [X9]	Normal	\$1-\$182,206	\$1-\$68,000	67.80%
	Rush	\$1-\$125,000	\$1-\$50,000	60.00%
Fern [FN]	Normal	\$1-\$428,265	\$1-\$200,00	59.26%

Soji [ST]	Normal	\$1-\$450,450	\$1-\$200,000	55.6%
NEW				
Enclose [EN/WA]	Normal	\$1-\$100,000	\$1-\$42,500	57.50%
Jive [JV]	Normal	\$1-\$100,000	\$1 or More	60.00%
Haworth Health [HC0], Atwell [HC1]	Normal	\$1-\$467,290	\$1-200,000	57.20%
Haworth Collections [CH]**	Normal	\$1-\$1,250,000	\$1-\$500,000	60.00%
Janus et Cie [JC]	Normal	\$1-\$100,000	\$1 or More	35.00%
Be_Hold Storage [BH]	Normal	\$1-\$43,000	\$1 or More	57.00%
Cabana Lounge [CB], Resonate Lounge [RL], Veda [VE]	Normal	\$1-\$1,000,000	\$1 or More	54.00%
Power Base [SP]	Normal	\$1-\$139,250	\$1-\$52,915	62.00%
Upside [US]	Normal	\$1-1,000,000	\$1 or More	62.222%

** Haworth Collection offered on contract:

Collaborate Seating

Lyda

Larkin

M_Sit Lounge Seating

Reconfiguration Relocation Services - Systems Furniture/Office Furniture

	<u>Hourly Rate</u>
Standard	\$80.00
Standard OT	\$120.00
Std Double Time/ Holiday	\$160.00
Union	\$125.00
Union OT	\$187.50
Union DT/Holiday	\$250.00

Office Design/Layout Services

	<u>Hourly Rate</u>
Standard	\$55.50
Walls - Standard	\$85.00

Project Management Services

	<u>Hourly Rate</u>
Standard	\$68.52

The following conditions may result in additional costs:

- ☐ Inside Delivery
- ☐ Special site conditions (including but not limited to: no elevator access, dock restrictions, street loading, stair carry)
- ☐ Conflicts with other trades
- ☐ Facility security restrictions (including but not limited to- personnel clearance, x-rays, escorts)
- ☐ Delays or restrictions due to work of other contractors (including but not limited to- cabling, carpentry, electrical, etc.)
- ☐ Schedule or customer-driven delivery changes (including but not limited to- rush install, site/building delays, permit delays)
- ☐ Other job-site related functions (including but not limited to- product storage, site prep & clean-up, removal or disposal of existing products)
- ☐ Installation personnel costs (including but not limited to- insurance, bonds, permits)
- ☐ Site-specific travel

The above situations will result in additional costs or hours, quoted on a case by case basis.

Other terms and conditions

- ☐ Electrical Hookup- Hardwiring of electrical is not included and must be supplied by licensed electrician.
- ☐ Installer's Responsibility- The installers are responsible for clearing all furniture packing materials from the site, cleaning the furniture they installed and noting any warranty work or parts needed during a final walk through inspection with the customer.
- ☐ Job Site Conditions- The job site must be ready to accept furniture with construction complete (ceiling grid and tile in, wall covering/paint done, carpet and baseboard finished, electrical/data work done, etc.) and the space free of trades (punch list trades only), as well as clean and free of debris. Adequate facilities for off-loading, staging, moving and handling of merchandise shall be provided.
- ☐ Job Site Services- Electric current, heat/ventilation, hoisting and/or elevator service will be furnished without charge to installer.
- ☐ Labor- Installer's ability to erect or assemble furniture knocked down or to permanently attach, affix, or bolt in place movable furniture is dependent on jurisdictional agreements. If trade regulations enforced at the time of installation require the use of tradesmen at the site other than the installer's own installation personnel or subcontractor, resulting additional costs will be paid by customer.
- ☐ Partial payment is allowed and expected for partial performance, as approved by the customer.